

Message Text

LIMITED OFFICIAL USE

PAGE 01 NEW DE 00578 111718Z

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ACTION NEA-12

INFO OCT-01 ISO-00 RSC-01 DRC-01 /015 W
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R 111600Z JAN 74

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 8985

LIMITED OFFICIAL USE NEW DELHI 0578

TO LAINGEN FROM AMBASSADOR MOYNIHAN

E.O.: 11652: N/A

TAGS: BPRO, IN

SUBJECT: US BUSINESS INTEREST IN INDIA: MINNESOTA MINING AND
MANUFACTURERS

1. I MET WITH ROY GAVIN, DIVISION VP OF 3M IN EARLY NOVEMBER REGARDING 3M'S INTEREST IN DEVELOPING PRODUCTION IN INDIA. AT THAT TIME HE WAS RATHER VAGUE AS TO THE SPECIFIC NATURE OF 3M'S INTEREST OTHER THAN IT WOULD BE IN MANUFACTURING "MULTI PURPOSE EQUIPMENT." COPYING MACHINES WERE MENTIONED. 3M WAS PREPARED TO TAKE A MINORITY INTEREST AND EXPORT A SIGNIFICANT PERCENTAGE OF ITS PRODUCTION. WHILE DISCUSSIONS WITH THE GOI WERE OPENED, WE KNOW LITTLE ABOUT THEIR CURRENT STATUS AND 3M HAS NO RESIDENT REPRESENTATIVE.

2. WOULD YOU PLEASE PASS THE FOLLOWING MESSAGE TO GAVIN: WHEN I SAW YOU IN EARLY NOVEMBER YOU WERE JUST ENTERING INTO DISCUSSIONS WITH THE GOI ON A POSSIBLE JOINT VENTURE.

3. I THINK THAT THE CURRENT ATMOSPHERE HERE IS CHANGING AND THERE IS AN INCREASING WILLINGNESS TO EXAMINE PROJECTS ON THEIR MERITS. THIS ATTITUDE MAY NOT YET HAVE PERCOLATED DOWN TO THE BUREACRATS BUT AT THE POLITICAL LEVEL THEY WANT TO KNOW ABOUT SUCH PROPOSALS.

4. I WOULD BE MOST INTERESTED TO KNOW THE SPECIFIC NATURE OF YOUR PROPOSAL AND THE CURRENT STATE OF PLAY.

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MOYNIHAN

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Message Attributes

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Disposition Authority: MorefiRH
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